



## **Quick Guide: Out-of-State Suppliers, Manufacturers, Importers**

The following quick guide addresses common questions asked by out-of-state suppliers, manufacturers and importers regarding the distribution of alcoholic beverages in the District of Columbia. Specific topics addressed by this quick guide are distribution and importation; advertisements and promotions; product registration; and taxes.

### **How can I legally distribute and sell my product in the District of Columbia?**

There are two ways to have alcoholic beverages sold and distributed in the District of Columbia:

- (1) An out-of-state supplier may have a D.C.-licensed wholesaler distribute their product so long as the supplier is the primary American source;<sup>1</sup> and
- (2) An out-of-state supplier may directly ship alcoholic beverages to a D.C.-licensed retailer so long as the retailer obtains an Import Permit from the Alcoholic Beverage Regulation Administration (ABRA) before the shipment occurs.

### **If I am located outside the District of Columbia, may I ship alcoholic beverages directly to consumers?**

Yes, so long as the supplier ships no more than one case of alcoholic beverages to a single resident in a one-month period.

### **Before I run an advertisement or promotion related to the sale of alcoholic beverages, must I obtain pre-approval from ABRA?**

No, ABRA does not require pre-approval for advertisements and promotions directed to consumers. Gifts from manufacturers and wholesalers to District alcoholic beverage licensees need the approval of the Alcoholic Beverage

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<sup>1</sup> Under 23 DCMR §199, the “primary American source” is defined as, “the manufacturer, distiller, rectifier, vintner or importer of the brand of alcoholic beverages at the time that the beverage became a marketable product in the United States, or its duly authorized agent.”

Control Board (Board) if they have a value between \$50 and \$500. Gifts from manufacturers and wholesalers to District alcoholic beverage licensees that exceed \$500 in value are not permitted.

**Before I introduce a new label or product, do I need to register it with ABRA?**

No, ABRA does not pre-approve labels or require out-of-state suppliers to register their product with ABRA before they may be legally sold.

**Where should I address questions about alcohol-related taxes?**

ABRA does not have jurisdiction over tax-related matters. All tax questions should be addressed to the District of Columbia Office of Tax and Revenue (OTR). OTR's contact information is as follows:

- Address: 1101 4th Street, SW, Suite 270 West, Washington, DC 20024
- Phone: (202) 727-4829
- Fax: (202) 442-6890
- TTY: 711
- Email: [taxhelp@dc.gov](mailto:taxhelp@dc.gov)

**ABRA CONTACT INFORMATION**

For more information, visit [ABRA.DC.Gov](http://ABRA.DC.Gov) or contact ABRA at 202-442-4423 or [ABRA@DC.Gov](mailto:ABRA@DC.Gov).